

JOB DESCRIPTION	
Position Title	ASM - Hybrid Sales
Reports To	General Manager - CHS
Department	CHS
Qualification	UG/PG
Work Experience	5-8 years
Primary Duties	<p>The candidate will be responsible for the Hybrid inverter/LFP battery business in the assigned territory.</p> <p>Formulate various marketing strategies to kick off Hybrid inverter sales & ensure business growth.</p> <p>Visit all MNRE-registered grid/Powerplant vendors & promote Hybrid inverters through them.</p> <p>Visit all non-MNRE vendors</p> <p>Travel across in his territory & add as many as dealers for hybrid inverter billing- Need to develop a dealer network for hybrid inverters/LFP batteries.</p> <p>Participate in relevant exhibitions & promote Hybrid</p> <p>Handle the lead generation through digital campaigns & CRM & close the leads.</p>
Secondary Duties	<p>Challenging and convincing any objections to get the customer to buy;</p> <p>Advising on forthcoming product developments and discussing special promotions;</p> <p>Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;</p> <p>Liaising with buyers to check the progress of existing orders;</p> <p>Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;</p> <p>Making accurate, rapid cost calculations and providing customers with quotations;</p>
Skills Required	<p>Communication skills</p> <p>Time management skills</p> <p>Negotiation Skills</p> <p>Managerial skills</p> <p>Experience in On-grid inverter & similar industries segment</p> <p>Documentation skills</p>
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